



U.S. Small Business  
Administration



**Celebrating Manufacturers and the  
Resources They Use  
for Growing Global Sales**

# Celebrating Manufacturing Day



Celebrating Manufacturers Day with accomplished small business manufacturers. Learn successful business strategies and utilize government resources to help grow your company's international sales.

**Brought to you by your federal government trade partners:**

*U.S. Small Business Administration, Export-Import Bank of the United States, U.S. Census Bureau, and U.S. Commercial Service*

Access more international trade resources on **[www.export.gov](http://www.export.gov)**



# Celebrating Manufacturing Day



- Discover online tools to access data and help find new markets
- Assist in finding new buyers
- Support with finance deals
- Minimize nonpayment risks



# Today's Speakers

Host:

Omari Wooden, Assistant Division Chief  
U.S. Census Bureau



Remarks:

David Glaccum, Associate Administrator  
U.S. Small Business Administration



Kevin Scott  
National Association of Manufacturers



# Why Manufacturing Day?



MFG Day showcases the diverse career opportunities available in the manufacturing industry and connect with America's current workforce.

- The manufacturing industry is not our grandparents' workplace
- Creators Wanted - we want to inspire the next generation of manufacturers
- Manufacturing career opportunities include high pay and exposure to cutting edge technology and innovations
- Open house and learning opportunities for a diverse audience: students, parents, educators, employees, community



# Featured Manufacturers

Tasha Jamaluddin, Managing Director  
Epcon Industrial Systems



William Scott, Vice President of Finance  
AirFixture



Julie Detmering, Export Manager  
Equilibar







## Epcon Industrial Systems LP

Conroe, Texas

The company engineers and manufactures custom air pollution control systems and process heating equipment, for a wide variety of industries and applications.

Epcon Industrial uses the U.S. Commercial Service's Gold Key business matchmaking service to discover new buyers and distributors. The company has also participated in successful international trade missions, and country and industry round table discussions, hosted by the USTR.

**Tasha Jamaluddin** | Managing Director  
[tasha@epconlp.com](mailto:tasha@epconlp.com) | [www.epconlp.com](http://www.epconlp.com)



## AirFixture, LLC

Kansas City, Kansas

The company designs and develops Under Floor Air Distribution equipment for commercial buildings.

AirFixture uses the SBA for working capital financing, and EXIM for export credit insurance to protect against nonpayment and offer open account credit terms to its customers.

**William Scott** | Vice President of Finance  
[wscott@airfixture.com](mailto:wscott@airfixture.com) | [www.airfixture.com](http://www.airfixture.com)





## **Equilibar**

**Fletcher, North Carolina**

Equilibar designs and manufactures custom pressure regulators that offer superior precision using a simple design for numerous applications such as biopharma, catalysis, fuel cells and oil and Gas.

Equilibar uses EXIM export credit insurance to reduce the risk of nonpayment and offer open account credit terms to our buyers – this helped us increase our customer base worldwide. We also utilize U.S. Commercial Services for trade counseling as well as participate in the many educational seminars they offer.

**Julie Detmering | Export Manager**  
[julie@equilibar.com](mailto:julie@equilibar.com) | [www.equilibar.com](http://www.equilibar.com)

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# Government Resources



## Identify Global Markets with New Interactive Tool:

<https://www.census.gov/library/visualizations/interactive/export-markets.html>

Learn More: International Trade Helpline 800-549-0595, Option 4 or

Email: [eid.international.trade.data@census.gov](mailto:eid.international.trade.data@census.gov)



## Find Buyers and Distributors:

<https://www.export.gov/Gold-Key-Service>

Learn More: <https://www.export.gov/services>



## Financing to Fulfill Sales Orders and Improve Cash Flow:

[www.sba.gov/international](http://www.sba.gov/international)

Learn More: Contact your SBA Regional Export Finance Manager:

<https://www.sba.gov/article/2017/nov/01/list-useacs-sba-staff>



## Minimizing Nonpayment Risk and Offering Open Account Credit Terms:

<https://www.exim.gov/what-we-do/export-credit-insurance>

Learn More: Contact [Stephen.Maroon@EXIM.gov](mailto:Stephen.Maroon@EXIM.gov) or call 202.565.3901